

23 October 2019

**Netlinkz Limited announces it has entered into an agreement to acquire Security Software International (SSI) Pacific Pty Ltd.**

NetLinkz Limited (ASX: NET) ('NetLinkz') is pleased to announce it has entered into an agreement to acquire SSI Pacific Pty Ltd - a system integrator and value-added reseller specialising in Lawful Intervention (LI) and Data Retention (DR) system design/development, implementation and maintenance/support solutions, including:

- Government agency support - foreign/domestic electronic surveillance and covert operations.
- Monitoring Centre - analytical tools, consoles and database/mining.
- Mediation/DR systems - system vendors, ad-hoc solutions and system integrations.
- Network operator services - interception handling requests, lease lines, IP, VPN's, ISDN. for law enforcement agencies.
- Interception function systems - voice switch vendors, specialised equipment vendors and router manufacturers.

SSI is based in Melbourne, has been in business since May 2009 and its current directors are Samuel Py and Stephane Molle.

SSI's has customers in Australia, New Zealand and Asia Pacific and include blue chip telecommunication companies.

The agreement to acquire ISS is subject to completion of two conditions precedent, namely:

1. obtaining the consent of two major customers to the change of control of SSI; and
2. key personnel executing ongoing consulting agreements.

Netlinkz will fund the acquisition partly through debt and partly through its financing facilities. The acquisition price is \$10.2 million with 80% payable on 30 November 2019 and the balance payable over the next 2 years with 10% of the purchase price withheld as part of a clawback mechanism to protect against any breach of warranty.

**Key staff to be retained**

**Samuel Py – CEO**

Samuel has a Bachelor in Marketing Business and an MBA with major in Political Sciences and International Business. (France)

- Samuel has 20 years of experience in the field of legal interception, data retention and compliance with international standards, and has provided advice on strategies and procedures, solution design and implementation to dozens of Tier 1 and 2 Carriers worldwide as well as switch vendor and service providers.
- Samuel has managed the relationship between telecommunication operators, law enforcement agencies and numerous Attorney General departments in the APAC region.

## **Stephane Molle – CTO**

Stephane leads Legal Intercept (LI) engineering at SSI.

He has a Master of Telecommunication – (France) with 12 years’ international experience in the LI space.

- has achieved design of Interception Solutions for more than 20 Tier One carriers across the globe
- has supported multiple development and integration teams across 80% of the interception systems in Australia and NZ including consulting and design services for two of the major carriers in New Zealand.

## **SSI Key Industry Sectors and Product Offering**

SSI offers network solutions with a combination of hardware and software that can be customised to suit the individual organisation’s requirements. The Key Industry Sectors and products include:

### **Telecommunication Carriers**

- Lawful interception of data
- Security of data
- Data retention

### **Governments/Defence/Law Enforcement Agencies**

- Strategic data collection and analysis
- Protecting mission critical communications and improving public safety

### **Intelligence Agencies/Carriers**

- Monitoring and protecting data
- Commercial and industrial espionage

## Significance of the acquisition for Netlinkz

The SSI revenue will be included in the company's bundled revenue projections and accounts going forward. The acquisition is projected to return an additional \$1.5 million annualised profit after expenses to Netlinkz' balance sheet. Utilization of the existing Netlinkz management and technical resources is expected to reduce costs associated with the SSI operations which will result in an increase in profit levels in the short to medium term. Synergies with Netlinkz' products is also expected to have a positive effect on revenue and resulting profit through exposure of both Netlinkz' products and SSI technology to new client bases.

Netlinkz is acquiring significant IP from SSI that is synergistic to Netlinkz VIN software.

SSI's products combine enterprise-class software with regulatory and security proficiency which provides an efficient and cost-effective means of collecting, analysing and storing large volumes of event data regardless of the type or number of data sources to be monitored.

Netlinkz, as part of the acquisition, has acquired all of SSI's Intellectual Property that has been accumulated during the founders' combined 30 years in the industry.

Netlinkz's VIN software adds a layer of security and enhanced seamless connectivity to SSI Products.

Holistically the acquisition delivers an established sales channel for the distribution of VIN as part of their total package.

The enhanced SSI Product will also now be able to access distribution beyond Australia and New Zealand through Netlinkz's sales and distribution opportunities starting with China and Japan.

*"We are very pleased to welcome SSI to the Netlinkz Group and look forward to working closely with Samuel and Stephane to provide seamless and secure network connectivity solutions to their long- standing customer base. The revenue generation opportunities from the acquisition of SSI are significant and will provide a platform to expand globally"*

- James Tsiolis Executive Chairman and CEO

**\*\*\*ENDS\*\*\***

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#### **About SSI Pacific Ltd**

SSI Pacific provides world leading Security Intelligence and Monitoring solutions to Government, Telecommunication and Enterprise sectors.

Used in more than 100 countries, SSI solutions offer governments and Law enforcement communities a complete portfolio of advanced intelligence solutions that help monitor, detect, identify, locate, and observe criminal activities.

Drawing from this experience has given SSI a unique ability to translate the requirements specific to the Telecoms sector into solutions to support our client's business operations

[www.ssipacific.com/](http://www.ssipacific.com/)

#### **About NetLinkz Limited**

NetLinkz provides secure and efficient cloud network solutions. The Company's technology makes Fortune-500 security commercially available for organisations of all sizes. NetLinkz has received numerous industry awards for its technology, including being a worldwide winner of the Global Security Challenge.

[www.netlinkz.com](http://www.netlinkz.com)

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